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Our Mission:

To be your business of choice, meeting customer needs, and growing a viable, progressive company.

***"In Business
For Your Business"***

Grain Comments

by Doug Biswell

I asked the question in last month's newsletter, "will the Chinese ever quit buying U.S. origin beans," and the answer has been an emphatic no. The bean market's rally certainly has not (at least to this point) slowed demand. How high the market has to go to ration demand is anyone's guess. There are a lot of old crop bushels sold for shipment but not yet shipped. That has been a factor in rally stoppers in the past; the market goes up to a point where those that committed to shipping old crop bushels cancel those commitments and replace them with new crop times of shipment. Also in last month's newsletter I noted our new crop bean bid was approaching \$8, at the writing of this article we are over \$9. For those of you that carry some sort of revenue coverage crop insurance any price above your already established \$8.80 per bushel price should be considered a selling opportunity. If you have any questions about how to use your crop insurance to help you better manage your price risk give me a call. I am certainly no expert but I do understand what protection your crop insurance provides you when it comes to forward pricing some of your grain. In the corn market slow planting pace in the eastern corn belt has provided some opportunities in the market. Quite a few of you had left orders with me through the late winter to sell some new corn at \$4 or better and we got those done. With the late planted crop in the east this summer's weather is going to be

closely watched. Pollinating corn in July is not ideal so we will just have to wait to see what it is like in a couple of months. Wheat harvest will probably start before we send out another newsletter so if any of you have new landlords or need to change split account let me know so that I can get our system updated and the folks at the scales will have access to all of your accounts at the scales while you are unloading. I know that the planted wheat acres in the area are lower this year, but what is out there certainly looks good. I am looking forward to handling a high quality wheat crop. It has been a couple of years since we have had high quality wheat in our area so our opportunity to capture any kind of premium for quality has been hampered. Be safe and please call me with any questions or comments.

**SCHOOL'S OUT
FOR THE SUMMER**



- ~ It's about kids
- ~ It's about Safety
- ~ It's about Caring

DRIVE WITH CARE

PRIVACY POLICIES

Our Company, Farmers Cooperative Association, and return address, and any of its subsidiary or affiliated companies, has adopted the following privacy policies in accordance with Title I of the Gramm-Leach-Bliley Act, and Federal Trade Commission rules.

- We do not sell customer information.
- We do require persons or organizations providing products or services to customers on our behalf to protect the confidentiality of our members and customers.
- We do provide prospective and former members and customers with the same protection as existing customers.
- We do not share customer information with anyone outside the company without your authorization, except as required by law or as stated herein.

We collect information in connection with the extension of credit, the receipt and storage of grain, and other business relationships that we develop in offering, selling and providing goods and services to you, or in purchasing agricultural products from you. The information we maintain will mostly be provided by you in connection with your agricultural products or applying for credit. Information may be obtained from third parties, such as credit reporting agencies, as permitted by the Fair Credit Reporting Act.

All such information will be regarded as confidential in nature, and employees and staff are instructed to maintain your confidences. Our employees will access this information only for an appropriate business need to know. We maintain physical, electronic and procedural safeguards to maintain your confidences.

We will disclose information as we believe necessary in the conduct of our business, or as required by law. Information may also be disclosed in connection with research and verification activities of the company or its vendors and suppliers. Our own creditors may require verification of account balances or credit worthiness of accounts. The IRS and other federal and state agencies have reporting requirements.

Upon your written request, we will generally, and as required by law, make available for your review, or review by your authorized agent, any specific information maintained. Information related to a claim or in anticipation of litigation will not be made available to you. If you notify us that information is

incorrect, we will correct any information that we then determine to have been in error, and if you object to our determination, you may submit a statement of dispute that will be included in any future disclosure of information.

We will provide you with this statement and any changes thereto once each year. You may have additional rights under other applicable laws such as the Equal Credit Opportunity Act or the Fair Credit Billing Act.

For additional information, you should contact us at the above stated address, and you may obtain credit information from any credit reporting agency used by us in connection with the extension of credit.

**CROP PRODUCTION
BY KEN DIEHL**



Planting is finishing up in most of our territory except in the south where weather has been a big problem. Crops are emerging and beginning to look like something but we sure could use a rain event as odd as that may seem. The top has dried out on most of this ground and turned it into something resembling a parking lot. Corn on heavier ground has a better color this year compared to the sand and beans are slow to emerge but they are emerging. Several of our customers have made a comment they will need rain in order to emerge some of these late planted crops.

It is time to think about post emerging this corn even though you may think it is not quite big enough. Remember base spraying on the number of collars the corn has not its height. This corn is deceiving because you may think it only has 2 to 3 collars when

several fields are already at 4 to 5 collar corn. Six collar corn begins to determine yield and the growing point emerges from the ground, at this stage you can effect yield by spraying the wrong products. We are also having to spray for cutworms in those no till fields or fields that were planted into trash, 5% is the treatable level but I have seen as high as 11% already this year. A pyrethroid based product such as Baythroid or Grizzly will control these insects.

I am taking several calls on what to do with these beans that are just emerging and so are the weeds. We need to evaluate our weed species as well as the level on infestation, though we have planted a roundup ready crop that does not mean to wait until the last minute to control the weeds. Most of the time when we let the weeds get big and very thick, there is a layer of newly emerged weeds under the canopy that we miss because we just are not able to get enough product on those weeds and we have weeds coming back in less than 10 days. I realize we do not look forward to posting our roundup ready beans twice but it may be the best program in order to have clean fields.



Once again thank you for your patronage and remember always plan for success it will serve you better in the long run.

MANAGEMENT REPORT

By Darin Marti

After the extreme price volatility we saw in the Ag sector last year, in some ways it almost seems quiet this year other than the problems in the rest of the economy. In reality though, we are still seeing a considerable amount of shuffling in the Ag arena.

The chemical and seed industry is still seeing lots of price shuffling again this year. Chemicals were higher and now trying to work lower. Seed on the other hand has worked higher for some companies and others have stayed flat. Kind of interesting that we have seen Pioneer go from the nations leading seed provider to Monsanto taking over that role. Monsanto is spending considerably more dollars on research than other seed companies. Will they remain the main player in the future?

Fertilizer has gone from \$1,000 per ton a year ago to less than half that today. We have gone from a possible shortage to actually exporting product out of the United States. This country actually uses more than we produce but current demand is very slow and supply adequate. Since most dealers throughout the country lost money on inventory last summer, most will not fill their plants this summer as they have in the past unless the farmer is willing to contract the product now. If it should happen this way, I could see possible product shortages this fall or next spring.

It does appear that wholesale fertilizer prices are nearly bottomed out and the time to buy your 2010 fertilizer needs could happen at any time. The Coop Board has set limits this year for the amount of risk the coop will take on fertilizer inventory so we may not be filling our plants unless we are able to contract more

product with our producers. We ask that you consider purchasing your fertilizer early this year and at the same time beginning to lock in grain prices for 2010 also. We do offer an input financing program to provide you the means to purchase this product early.

I might caution you too that you make sure to get timely information to help you with your purchasing and marketing decisions. It was evident this past winter and spring that some producers were basing all their decisions on what some farm magazines had printed. Many magazines have good information, but at times the news is 30 days old before you see it. Probably not a good idea today, to base a purchasing or marketing decision on old news. Things are changing too fast.

Petroleum pricing is beginning to see some price increases as the index funds begin to enter the market again. These funds drove up the price last year but I would not anticipate the dramatic increase again this year. Pretty hard to outguess the market when the funds are big players.

After the poor showing financially last year due to our losses in inventory valuations, your coop has started 2009 much better. It is early in the year but, through 4 months we have seen very good improvement. Gross income has shown some nice increases and interest and fuel costs have shown good decreases year to date. We feel reasonably confident that we will reach our budgeted numbers. Obviously, your continued patronage is key to your cooperative having a successful year. I want to thank you for your continued support.



"Spring being a tough act to follow, God created June." - Al Bernstein



FARMERS COOPERATIVE ASSOCIATION Westmoreland, KS

(785) 457-3671

~ MARCH IMPLEMENT TIRE SPECIAL ~

SIZE	PLY	PRICE	SIZE	PLY	PRICE
8.5L - 14 Floation	8	\$ 137.15	11L - 15 Tri Rib	8	\$ 188.20
9.5L - 14 Floation	8	\$ 106.52	10.00 - 16 Tri Rib	8	\$ 183.79
9.5L - 15 Floation	8	\$ 111.83			
11L - 14 Floation	8	\$ 118.15	11.00 - 16 Tri Rib	8	\$ 229.40
11L - 15 Floation	8	\$ 100.71	10.00 - 16 Quad Rib	8	\$ 192.53
12.5L - 15 Floation	10	\$ 156.07	11.00 - 16 Quad Rib	8	\$ 249.16
9.5L - 8 Floation	8	\$ 165.78			

Happy Father's Day

Our fathers toil with hands and heart to make our lives complete. They quietly brave the winter cold, endure the summer heat. Our fathers' lives are busy, but there's always time for us. They boldly face the ups and downs and seldom ever fuss. Our fathers are the greatest dads. *David A. Olds*

Views from the Field

by Mike Thompson - Agronomy Production Specialist / Certified Crop Advisor

I just want to take a few minutes and pass along a few of the things of interest that I am seeing in the crop fields in our area.

Wheat: A good majority of the wheat in the area is in the heading stage to early dough stage. Leaf disease pressure has been relatively light, with only a few fields starting to show signs of leaf rust. At this point in the growing stage fungicides are off label, and would not likely create an economic return. The chance for head scab in this area is low. A good rain or two, along with our cooler temps, and the wheat crop should turn out to be pretty good this year.

Corn: Most of the corn in the area is in the ground. Many producers had to spot in, or replant parts of their fields due to some of the heavy rains from the past few weeks. If you still have areas in your fields that are thin, I would suggest trying to fill in corn plants where you can, you can still get a yield return, but better yet, these plants will help more in weed control when they create the crop canopy. Where corn was "mudded in", there is concern over sidewall compaction. It might not look that bad now, but if these early roots can not start branching out, and penetrating deeper into the soil, stands and yields are directly affected. Weeds are starting to take off in corn fields that did not have a residual herbicide down. Don't delay in post emerging your corn crop. It is easier and less expensive to kill a weed when it is under 4 inches in height and actively growing, versus a weed that is 2 foot tall and out of control. Don't just do a drive-by windshield inspection, get out in your fields and do some looking around, this is your investment, treat it well! Another thing to remember, know which corn hybrid you planted where! I have already seen where a few producers have accidentally sprayed glyphosate on non-glyphosate tolerant corn. This is an easy step to take to avoid a major mistake. If you have questions on what weeds you have in your fields, and what to spray to kill them the first time, please do not hesitate to contact the agronomy staff for some answers.

Soybeans: Many producers are well on their way to finishing up soybean planting. Watch that you are placing seed into soil moisture and getting good closure behind the planter. This will help to make sure that the stand comes up equal and uniform. Many fields in the area will need a good rain to help seeds germinate and emerge. If you have a pivot, consider making a pass or two to help if needed. Watch out for early insect damage. If we have thinner stands due to planting/emergence issues, you will need as many plants as you can get. With beans around the ten dollar mark, economic thresholds are low. If you are already having to post your beans, it might be wise money spent to apply an insecticide as a tank mix partner to slow the insects down and give the seedling the best chance to get growing. On a side note, if this is your first year to use a pre-emerge herbicide; keep track of its performance on your fields. Compare your fields with your neighbor's fields (we all do this), and try to keep track of how many spray trips they make compared to you to control weeds. I think those who used a pre-emerge soybean residual herbicide will be very happy.

Grain Sorghum: Planting is well under way. Make sure seed is getting into soil moisture without planting too deep to hurt emergence. And most important with grain sorghum: start with a weed free field! Use a good pre-emerge herbicide to help keep the grass and broadleaf weeds suppressed as long into the growing season as long as possible.

Alfalfa: If you did not spray for weevil earlier, there is a good chance that there will still be some feeding activity going on, this can severely slow regrowth. Take a look after you remove the hay, you may need to spray to control the insects. If you have any questions or concerns in your fields, or you just want a second opinion; please feel free to give me a call: 313-0518.